

Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 (ISO) W

----- 123177

R 101710Z JUN 75

FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 8189

UNCLAS MEXICO 5035

E.O. 11652: N/A

TAGS: BEXP, MX

SUBJ: PRODUCT OPPORTUNITY: RELAY RAIL FOR MEXICAN GOVERNMENT.

REF: STATE 127223

1. EMBASSY TCO CONTACTED ALL FIVE MEXICAN RAILROADS CONCERNING SUBJECT ENQUIRY. ONLY FERROCARRILES NACIONALES DE MEXICO (NDEM) EVIDENCED CURRENT INTEREST IN THE PURCHASE OF 75 AND 80 POUND RELAY RAIL. HOWEVER, NDEM HAS A CONTRACT WITH A LOCAL COMPANY TO PURCHASE THE RAIL AND INTALL IT - THEY ARE NOT, IN THIS CASE, BUYING IT DIRECTLY. NDEM'S CURRENT NEED IS FOR 2,000 TONS OF 75 POUND RELAY RAIL.

2. TCO THEN SPOKE WITH LOCAL COMPANY MANAGER WHO CONFIRMED EXISTANCE NDEM CONTRACT AND HIS RECENT SOLICITATION FOR 2,000 TONS OF 75, POUND AND 1,000 TONS OF 80 POUND RELAY RAIL. APPARENTLY THE US. FIRM "COMMERCIAL METALS" HAS ALREADY SECURED THE 75 POUND RELAY RAIL ORDER BUT THE 80 POUND ORDER IS STILL OPEN. ITS ULTIMATE DESTINATION IS NOT NDEM - THE COMPANY WOULD NOT DIVULGE ITS CUSTOMERS NAME.

3. LOCAL COMPANY IS INTERESTED IN ESTABLISHING DIRECT CONTACT WITH WBC & SONS TO RECEIVE THEIR PRICE QUOTATIONS FOR CURRENT AND FUTURE BUSINESS. THEIR ADDRESS IS: CASA DE CONSTRUCTORA Y DEL MINERA, S.A.; APDO POSTAL 402; SANTA CLARA (MEX), MEXICO. TELEGRAPH - CASACOMI MEXICO CITY. TELEPHONE - 569-07-47 (MEXICO CITY).

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Message Attributes

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Margaret P. Grafeld
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